



The Trusted Choice

Michigan Association of Insurance Agents
Representing Independent Agents

Dear Representative,

My name is Scott Hummel and I am here today representing the Michigan Association of Insurance Agents, which has over 800 independent insurance agency members across Michigan. MAIA members are generally small, independent business owners licensed as insurance agents and representing many insurance companies.

MAIA opposes HB 4485, a bill to exempt self storage unit operators from insurance producer licensing requirements in the sale of insurance to self storage unit renters.

Those supporting the bill have indicated that this exemption is like that passed for portable electronics last session citing point of sale convenience and incidental to the sale of the device. However, unlike portable electronics, insurance to cover the multiple perils and differing contents of a self storage unit is more like renter's insurance or condo insurance than the set price for the replacement or repair of a single device.

In addition, most homeowners or renters insurance would cover off site contents up to a specific percentage of the policy limit should the self storage renter have that coverage currently. Consumers may be paying for coverage they already have but are unaware.

Finally, we would ask in response to the point of sale convenience and in general, "What's next?" Where will you draw the line between those who need to be licensed with continuing education and those who do not? Will landlords be the next ones to be exempted from licensing and continuing education requirements to sell renter's insurance?

MAIA is not saying that SSF owners can't sell a renter's insurance product to their customers. Rather, that because of the complexity of the insurance product their clients need, they should follow the same educational and licensing standards that all producers currently follow in order to protect their clients. We asked that you oppose HB 4485. Thank you for your consideration.

Sincerely,

Scott Hummel
Sr. VP for Government Affairs/Membership
Michigan Association of Insurance Agents

